

Role Title: Business Development

- ▶ The Business Development Executive is expected to sell AV Solutions /Media and Entertainment/IT Products to Education Sector/Studios/Broadcast Channels Corporates/SME's etc
- ▶ Coordinates proper company resources and formulate all business development activities in his area

Primary Responsibilities

- Develop Market and deliver all core Media and entertainment/AV solutions value proposition along with sales tools that can be used to sell our proposition to both the end customer and relevant business partners
- Drive the development of local business market strategy with a focus on Education sector
- Sales and business development against given targets
- Generate suspects leads and build Key Customers
- Identify and qualify new accounts prospects to generate opportunities at the early stage
- Maintain all project management tools for the business development activities and track impact of activities
- Develop Eco-System, Support teams and all accounts in delivering vertical / industry business messages to customers leveraging the industry experts where needed
- Leverage carriers for small & medium business sales

Role Requirements / Specifications

Knowledge & Skills	<ul style="list-style-type: none"> • Sound knowledge of Education Segment • Sound knowledge of IT • Excellent Communication Skills • Strong negotiation skills • Willingness to learn about the industry • Demonstrate high energy • Ability to take initiatives
Educational Qualifications Work Experience	<ul style="list-style-type: none"> • UG- Any graduate/PG • 2-5 years of work experience in Media and Entertainment